



COUNTY OF LOS ANGELES
Internal Services Department
1100 North Eastern Avenue

Los Angeles, California 90063



Dave Lambertson
Director

To enrich lives through effective and caring service.

Telephone: (323) 267-2101
FAX: (323) 264-7135

August 30, 2006

Agenda Date: September 12, 2006

The Honorable Board of Supervisors
County of Los Angeles
383 Kenneth Hahn Hall of Administration
500 West Temple Street
Los Angeles, CA 90012

Dear Supervisors:

**REQUEST FOR APPROVAL OF THE ENERGY SUPPORT SERVICES
MASTER AGREEMENTS
(ALL DISTRICTS - 3 VOTES)**

IT IS RECOMMENDED THAT YOUR BOARD:

1. Authorize the Director, Internal Services Department (ISD), or his designee, to execute Energy Support Services Master Agreements (ESSMA), with the 22 companies listed on Attachment 1, effective October 16, 2006 for an initial term of five (5) years and with two additional (1) one-year renewal options and six (6) month-to-month extensions exercisable by the Director, ISD, or his designee.
2. Authorize the Director, ISD or his designee to execute agreements with new vendors as the vendors become qualified under the ESSMA throughout the term of the Master Agreement and execute applicable agreement amendments when the original contracting entity has merged, been purchased or has otherwise changed.

PURPOSE/JUSTIFICATION OF RECOMMENDED ACTIONS

ISD currently administers the ESSMA program which provides a pool of readily available prequalified consultants to help ISD effectively manage the County's energy management program. The range of consulting service includes:

- Rates and Analytical Support
- Energy Efficiency Consulting
- Legislation and Regulation Support

Professional services are competitively bid and awarded to prequalified contractors on a project by project basis. The current Master Agreement expires on October 15, 2006. There is a continuing need to obtain these professional energy consulting services to help ISD meet the County's fluctuating energy and utility requirements. Your Board's approval

of the proposed new ESSMA will allow ISD to continue to acquire energy support services for the County's energy needs.

Implementation of Strategic Plan Goals

The recommended action supports the Countywide Strategic Plan Goal Number 1, Service Excellence; Goal Number 3, Organizational Effectiveness; and Goal Number 4, Fiscal Responsibility by effectively managing County resources.

FISCAL IMPACT/FINANCING

Expenditures under this agreement will vary from year to year based on the need for energy consulting services. Expenditures will remain within the budgeted appropriation for such services. Funding for ESSMA has been included in the Fiscal Year 2006-2007 Utilities budget at \$618,000. Subsequent year funding will be requested in the Fiscal Year budgets for each annual term and any extensions. Contractors will not be asked to perform services which exceed the amounts, scope of work and dates specified in each individual work order.

FACTS AND PROVISIONS/LEGAL REQUIREMENTS

The terms and conditions of the proposed Master Agreement have been approved as to form by County Counsel. The Master Agreement contains the Board's required contract provisions including those pertaining to consideration of qualified County employees targeted for layoff as well as qualified GAIN/GROW participants for employment openings, and compliance with the Jury Service Ordinance, Safely Surrendered Baby Law and the Child Support Program.

ESSMA is not a Proposition A agreement due to the technical nature of the services provided and, therefore, not subject to the Living Wage Program (County Code Chapter 2.201). It has been determined that the services under these agreements do not impact Board Policy No. 5.030, "Low Cost Labor Resource Program", because of the specialized training needed to perform the work.

CONTRACTING PROCESS

On July 3, 2006, ISD released a Request for Statement of Qualifications (RFSQ) for energy support services and posted the solicitation and contracting opportunity announcement on the County's "Doing Business with Us" web site (Attachment 2).

Since the release of the RFSQ, 26 responses have been received and reviewed for compliance with the RFSQ. References were validated for each firm. Twenty two Vendors were determined to be qualified and are being recommended for the Master Agreement. Four vendors submitted an incomplete Statement of Qualifications and we are

working with them to remedy the omissions and determine if they are qualified for an agreement. Community Business Enterprise Program information for each recommended vendor is shown in Attachment 3. Three vendors are certified as a Local Small Business Enterprise (LSBE). Contractors were selected without regard to gender, race, creed, color or national origin for award of a Master Agreement.

New vendors may qualify for a Master Agreement at any time by submitting a Statement of Qualifications. These vendors will be added to the Master Agreement if they meet the minimum requirements for being an ESSMA contractor. Thereafter, they will from time to time be solicited under competitive conditions to provide energy support services under work orders executed by ISD.

However, approval of the Master Agreement does not guarantee a contractor any minimum amount of business. The County only incurs an obligation as individual work orders are issued. All active contractors can bid on services and receive work order availability notices released in the ESSMA categories where the contractor has been pre-qualified. Work order awards will be made to the lowest priced qualified contractor unless other selection criteria are set forth in the work order availability notice. Contractors certified as a Local Small Business Enterprise (LSBE) will receive the 5% LSBE preference on their individual work order bids.


IMPACT ON CURRENT SERVICES (OR PROJECTS)

Approval of the Energy Support Services Master Agreement will ensure the ability of ISD to effectively and efficiently handle the constant uncertainties of the energy environment. In addition, it will continue to provide the capability of being proactive in the development of alternatives and strategies, thereby, increasing cost-effectiveness and savings potential.

CONCLUSION

The Executive Office, Board of Supervisors, is requested to return one stamped copy of the approved Board letter to the Director, ISD.

Respectfully submitted,

A handwritten signature in dark ink, appearing to read "Dave Lambertson", is written over the printed name and title.

Dave Lambertson
Director

DL:KH:ad
Attachments (3)

c: Chief Administrative Officer
Executive Officer, Board of Supervisors
County Counsel

ENERGY SUPPORT SERVICES MASTER AGREEMENT VENDOR AND CATEGORIES**QUALIFIED VENDORS:**

	<u>Vendor Name</u>	Rates and Analytical Support	Power Plant and Cogeneration	Energy Efficiency	Legislation and Regulation Support	Commissioning and Retro-Commissioning	Utility Contracts/Agreements Support
1	Applied Power Technology	X		X			
2	Architectural Energy Corp			X			
3	ASW Engineering	X		X			
4	Cogent Energy Inc.		X	X		X	
5	Dana Technologies, Inc.		X				
6	EES Consulting	X			X		X
7	EMC Engineering					X	
8	Energy Controls & Concepts			X			
9	Farnsworth Group			X		X	
10	FCI Management			X			
11	Glumac	X		X		X	
12	Integrated Consultants, Inc.		X				
13	Jody London Consulting	X		X	X		
14	John Nimmons & Associates	X			X		

	Vendor Name	Rates and Analytical Support	Power Plant and Cogeneration	Energy Efficiency	Legislation and Regulation Support	Commissioning and Retro-Commissioning	Utility Contracts/Agreements Support
15	McParlene & Associates			X		X	
16	Navigent	X	X		X		
17	Next>Edge		X	X		X	
18	Preferred Energy	X					X
19	Roth Energy Company	X					
20	TMAD Taylor & Gaines		X			X	
21	Trane		X	X			
22	Yorke Engineering, LLC		X				

Bid Detail Information

Bid Number : 103865AD

Bid Title : Energy Support Services

Bid Type : Service

Department : Internal Services Department

Commodity : ENERGY CONSERVATION SERVICES (INCLUDING AUDITS)

Open Date : 7/3/2006

Closing Date : Continuous

Bid Amount : \$ 00,000

Bid Download : [Available](#)

Bid Description : ISD is seeking qualified Vendors to enter into Master Agreements with the County to provide energy support services on an as needed basis. The purpose of this Request for Statement of Qualifications (RFSQ) is to obtain qualified Vendors to ensure the continuous provision of energy support services.

Contact Name : Ana Davila

Contact Phone# : (323) 881-5178

Contact Email : adavila@isd.co.la.ca.us

Last Changed On : 7/3/2006 4:21:03 PM

ENERGY SUPPORT SERVICES

FIRM INFORMATION			Applied Power Technology	Architectural Energy Corporation	ASW Engineering	Cogent Energy Inc.	Dana Technologies, Inc.	EES Consulting	EMC Engineering
Cultural/Ethnic Composition			% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership
OWNERS/PARTNERS	Black/African American		0%	0%	0%	0%	0%	0%	0%
	Hispanic/Latin American		0%	51%	51%	0%	0%	0%	0%
	Asian American		0%	0%	0%	0%	0%	0%	0%
	American Indian/Alaskan		0%	0%	0%	0%	0%	0%	0%
	All others		100%	100%	49%	100%	100%	99%	100%
	Women (included above)		0%	0%	0%	0%	50%	1%	0%
			Number	Number	Number	Number	Number	Number	Number
	Number of owners/partners		2	4	3	3	2	2	7
MANAGER			Number	Number	Number	Number	Number	Number	Number
	Black/African American		0	0	0	0	0	0	1
	Hispanic/Latin American		0	0	0	0	0	0	0
	Asian American		0	1	0	0	0	1	0
	American Indian/Alaskan		0	0	0	0	0	0	0
	All others		0	11	1	1	1	10	3
STAFF	Women (included above)		0	3	1	0	0	2	0
	Black/African American		0	0	1	0	0	1	0
	Hispanic/Latin American		0	3	3	0	0	0	0
	Asian American		0	6	0	4	0	0	3
	American Indian/Alaskan		0	0	0	0	0	0	0
	All others		4	63	9	3	1	11	35
	Women (included above)		2	31	2	2	0	4	12
TOTAL # OF EMPLOYEES			6	88	17	11	4	25	49
BUSINESS STRUCTURE			Corporation	Corporation	Corporation	Corporation	Corporation	Corporation	Corporation
County Certification				-					-
CBE									
LSBE									
OTHER CERTIFYING AGENCY					State of California				
**Total number of LSBE companies is three (3).									

ENERGY SUPPORT SERVICES

FIRM INFORMATION		Energy Controls & Concepts	Farnsworth Group	FCI Management	Glumac	Integrated Consultants, Inc.	Jody London Consulting	John Nimmons & Associates
Cultural/Ethnic Composition		% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership
OWNERS/PARTNERS	Black/African American	0%	0%	100%	0%	0%	0%	0%
	Hispanic/Latin American	51%	0%	0%	0%	0%	0%	0%
	Asian American	0%	0%	0%	11%	0%	0%	0%
	American Indian/Alaskan	0%	0%	0%	0%	0%	0%	0%
	All others	49%	100%	0%	89%	0%	100%	0%
	Women (included above)	51%	7%	50%	0%	100%	100%	100%
		Number	Number	Number	Number	Number	Number	Number
	Number of owners/partners	3	57	2	19	2	1	1
MANAGER		Number	Number	Number	Number	Number	Number	Number
	Black/African American	0	0	0	0	0	0	0
	Hispanic/Latin American	1	0	0	1	0	0	0
	Asian American	1	1	1	1	0	0	0
	American Indian/Alaskan	0	0	0	0	0	0	0
	All others	4	18	0	20	1	0	0
STAFF	Women (included above)	2	1	0	5	0	0	0
	Black/African American	0	4	7	2	0	0	0
	Hispanic/Latin American	2	2	2	10	0	0	0
	Asian American	0	5	0	18	0	0	0
	American Indian/Alaskan	0	0	0	0	0	0	0
	All others	4	183	4	104	4	0	0
	Women (included above)	2	50	4	38	1	0	0
TOTAL # OF EMPLOYEES		15	270	16	175	7	1	1
BUSINESS STRUCTURE		Corporation	Corporation	Corporation	Corporation	Corporation	Corporation	Corporation
County Certification				-	-			
CBE								
LSBE				X		X		
OTHER CERTIFYING AGENCY				City of LA, CA Public Utilities Commission		CA SBE		
**Total number of LSBE companies is three (3).								

ENERGY SUPPORT SERVICES

FIRM INFORMATION			McParlene & Associates	Navigant	Next>Edge	Preferred Energy
Cultural/Ethnic Composition			% of Ownership	% of Ownership	% of Ownership	% of Ownership
OWNERS/PARTNERS	Black/African American		0%	0% (Publicly Traded)	0%	0%
	Hispanic/Latin American		65%	0% (Publicly Traded)	0%	0%
	Asian American		0%	0% (Publicly Traded)	0%	0%
	American Indian/Alaskan		0%	0% (Publicly Traded)	0%	0%
	All others		35%	0% (Publicly Traded)	100%	100%
	Women (included above)		35%	0% (Publicly Traded)	0%	0%
			Number	Number	Number	Number
	Number of owners/partners		3	Publicly Traded	1	2
MANAGER			Number	Number	Number	Number
	Black/African American		0	4	0	0
	Hispanic/Latin American		0	5	1	0
	Asian American		0	3	0	4
	American Indian/Alaskan		0	1	0	0
	All others		0	199	3	1
	STAFF	Women (included above)		0	68	0
Black/African American		0	109	1	1	
Hispanic/Latin American		0	66	1	4	
Asian American		0	129	1	4	
American Indian/Alaskan		0	3	0	0	
All others		0	1261	6	0	
Women (included above)		0	751	1	0	
TOTAL # OF EMPLOYEES		3	830	13	16	
BUSINESS STRUCTURE			LLC	Corporation	Corporation	Corporation
County Certification						
CBE						
LSBE			X			
OTHER CERTIFYING AGENCY			Metropolitan Water District of Southern California	WMBE Clearinghouse		
***Total number of LSBE companies is three (3).						

ENERGY SUPPORT SERVICES

FIRM INFORMATION			Roth Energy Company	TMAD Taylor & Gaines	Trane	Yorke Engineering, LLC
Cultural/Ethnic Composition			% of Ownership	% of Ownership	% of Ownership	% of Ownership
OWNERS/PARTNERS	Black/African American		0%	0%	0% (Publicly Traded)	0%
	Hispanic/Latin American		0%	6%	0% (Publicly Traded)	0%
	Asian American		0%	53%	0% (Publicly Traded)	0%
	American Indian/Alaskan		0%	0%	0% (Publicly Traded)	0%
	All others		100%	0%	0% (Publicly Traded)	0%
	Women (included above)		50%	41%	0% (Publicly Traded)	100%
			Number	Number	Number	Number
	Number of owners/partners		2	83	Publicly Traded	1
MANAGER			Number	Number	Number	Number
	Black/African American		0	0	1	0
	Hispanic/Latin American		0	1	2	0
	Asian American		0	7	1	0
	American Indian/Alaskan		0	0	0	0
	All others		0	6	10	1
	Women (included above)		0	5	2	1
STAFF	Black/African American		0	5	8	0
	Hispanic/Latin American		0	42	38	0
	Asian American		0	82	8	1
	American Indian/Alaskan		0	1	2	0
	All others		0	71	150	6
	Women (included above)		0	53	37	3
TOTAL # OF EMPLOYEES			0	298	220	9
BUSINESS STRUCTURE			Corporation	Corporation	Corporation	LLC
County Certification				-	-	-
CBE				X		
LSBE						
OTHER CERTIFYING AGENCY				MTA CBE		
**Total number of LSBE companies is three (3).						